



Sanyam Chouksey
Mechanical Engineering
Indian Institute of Technology Bombay

B.Tech.
C: 9082795538
Email: sanyam.chouksey18@gmail.com

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2019	6.31
Intermediate/+2	CBSE	IPS, Hoshangabad	2014	96/100
Marticulation	CBSE	K.V. No.2 Itarsi	2012	10

PROFESSIONAL EXPERIENCE

ZOMATO MEDIA PVT. LTD. | ASSISTANT MANAGER, OPERATIONS

Key Responsibilities	<ul style="list-style-type: none"> Team Lead: Leading a team of 15 members (Logistics Exec./Tele-callers/Associates/Field Leads) across operations and functions for online ordering; catering 1% of the country's riders Leading online ordering business and responsible for P&L of operations in the city Responsible for formulating targets, city priorities, incentive plans, driving recruitment & training in the cluster Sustaining and growing revenue by maintaining rate cards, controlling churn & maintaining utility of partners
Achievements	<ul style="list-style-type: none"> Stabilized operations in the cluster by reducing the shutdown from 35% to 7% by changing riders payout parameter to increase login hours & utility, precise hiring targets, calling, keeping cost per order unchanged Took city from a weekly shutdown of 35% to 7% by precise hiring targets and targeted calling roster Reduced the cost per order by 15% which reduces the logistics cost by 2M per month, without any strike Sorted strike in a neighboring city in a matter of two days with 90% fleet back on ground next day
General work	<ul style="list-style-type: none"> Handled appraisals of 10 off role employees Pushing the city towards an auto-pilot mode wherein no manager is needed to run the city Sorted Monthly tasks sheet, calling roster, prime performance enhancement project and a monthly review

M76 ANALYTICS | DATA ANALYST

[May'18-Jul'18]

A growing start-up with an AI product ready; worked on 7 business optimisation algorithms ready to fit in the AI product

Simplex, Duality & Post-Optimal Analysis(POA)	<ul style="list-style-type: none"> Developed simplex method in python for solving LP problems with any number of variables and constraints Developed framework for duality & POA to incorporate changes in parameters of LP & obtain new solutions All algorithms are part of the AI tool to be used by C-level executives to simulate future business prospects
Parametric Linear Programming	<ul style="list-style-type: none"> Extended POA to investigate effect of predetermined continuous variations in objective function coefficient Directly applicable to a client associated with crude oil; python libraries used: pandas, numpy, sympy
Dynamic Programming	<ul style="list-style-type: none"> Applied dynamic programming in python to predict the work force size, equipment replacement policy, knapsack model and investment model which can be used in any industry, with variable mapping

Highlight : Received a **letter of recommendation** from the founder for an exceptional performance during the course of the internship

LEADERSHIP AND ORGANISATIONAL SKILLS

GENERAL SECRETARY | HOSTEL 7, IIT BOMBAY

[Aug'18-Present]

Elected representative of 200+ residents; leading a 3 tier team of 10 members; managing an annual budget of **INR 12L**

Initiatives	<ul style="list-style-type: none"> Countered 75% reduction in the workforce by restructuring the hostel council; first of its kind in the institute Achieved 30% increase in canteen sales by introducing the concept of 'Dish of the Day' in the hostel canteen Implemented the first ever digital mess in institute to fully digitize the billing process & ensure transparency
General	<ul style="list-style-type: none"> HGSC nominee(3/16 GSecs); nominated by institute council to assist decision making; impacting 8000 students Reduced the complaint count in the hostel mess & maintenance by 60% by incorporating 11+ strategic changes

Highlights: Awarded **Institute Organisational COLOR (1/16)** for exceptional work as General Secretary

MESS COUNCILLOR | HOSTEL 7, IIT BOMBAY

[Mar'17-Mar'18]

Elected representative of **350+ residents**; Spearheaded a team of 2 secretaries; Managed an annual budget of **INR 2L**

- Prepared a report by studying the food inflation rate for mess price revision meet; achieved a **66%** reduction in yearly increase
- Renovated** the hostel canteen with **50% less** budget; expedited the repair of the canteen shed with an extended budget of **INR 2.5L**

Highlights: Awarded **Institute Organisational Commendation (2/30)** & **Hostel COLOR (3/32)** for exceptional work as Mess Councillor

EXTRACURRICULARS & TECHNICAL SKILLS

Sports & Adventure	<ul style="list-style-type: none"> Awarded Hostel Sports Special Mention for exemplary contribution to sports activities for the hostel [17] Completed the 15 days Mountaineering Adventure Course organised by JIM&WS Government of J&K [17] First team player of 2nd place winning team at the Inter-Hostel Hockey Sports General Championship [17] Undertook a formal training in Volleyball under the aegis of National Sports Organisation, IIT Bombay [15-16]
Cultural	<ul style="list-style-type: none"> Part of short film 'Fitrat' & 'Khilona'; both secured 1st position in inter hostel general championship [17,18] Acted in "Nazariya" & "Khaled" at the Performing Arts Festival; placed 2nd and 3rd in respective years [17,18] Performed in the theatre play "Sonu" for 800 audience members as a part of annual cultural orientation [16]
Relevant Courses	Operations Analysis, IE & OR, Data Analysis & Interpretation, Marketing Management, Optimisation Models
Programming	Python Software : Excel, SolidWorks, Adobe Premiere Pro